

THE COLLEGE

FAST FACTS

| Address | 376 Hale Street, Beverly, MA 01915 USA |
|------------|--|
| Phone | (978) 927-0585 |
| Fax Number | (978) 927-0084 |
| President | Dr. Richard E. Wylie |
| Founded | |
| Colors | Navy Blue and Greer |
| Nickname | Gulls |

ACCREDITATION

Endicott College was founded in 1939 and accredited by the New England Association of Schools and Colleges (NEASC) in 1952. Recent accreditation visits and reports have included the ten-year comprehensive evaluation, an articulation agreement with the New York Film Academy, and a visit to Madrid, Spain. Endicott's next comprehensive accreditation activity will be a five-year interim report in 2022.

MISSION STATEMENT

Shaped by a bold entrepreneurial spirit, Endicott College offers students a vibrant academic environment that remains true to its founding principle of integrating professional and liberal arts with experiential learning, including internship opportunities across disciplines. The College fosters a spirit of excellence by creating a challenging yet supportive and inclusive environment in which students are encouraged to take intellectual risks, pursue scholarly and creative interests, contribute to the community, and explore diverse career paths. Endicott is committed to supporting the personal and professional development of its students, preparing them to assume meaningful roles within the greater community, both domestically and internationally.

STATEMENT OF NONDISCRIMINATION

Endicott College is an affirmative action/equal opportunity employer and is committed to the principles of equal employment and complies with all federal, state, and local laws and regulations advancing equal employment. The College's objective is to employ individuals qualified and/or trainable for open positions by virtue of job-related education, training, experience, and qualifications without regard to sex, race, religion, color, age, physical disability, sexual orientation, national or ethnic origin or citizenship, veteran status, genetic information, pregnancy, or any other status protected by law.

U.S. NEWS & WORLD REPORT

Best Colleges 2017

Endicott College was ranked in the top tier of Northern Regional Universities at #51 out of 195 institutions, was included in the lists of Best Colleges for Veterans and A+ Schools for B Students, and was recognized for a stellar example of experiential learning through internships or co-ops.

CHRONICLE OF HIGHER EDUCATION
GREAT COLLEGES TO WORK FOR 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017

In 2017 Endicott College was recognized for the eighth consecutive year as a Great College to Work For. Endicott received honors in the following categories: Collaborative Governance; Compensation and Benefits; Confidence in Senior Leadership; Facilities, Workspace, and Security; Job Satisfaction; Professional/Career Development Programs; Respect and Appreciation; and Teaching Environment (Faculty Only). Endicott once again was honored as one of 42 institutions on the Honor Roll, which the Chronicle categorizes as "the best of the best" for being cited most often across all recognition categories.



INTERNSHIP AT ENDICOTT

Endicott's internship program was recognized as a Model of Excellence by *University Business Magazine* in 2016, and in 2017 Endicott was recognized by *U.S. News and World Report* as one of 22 institutions nationwide as a stellar example of internships/co-ops.

KEY INTERNSHIP SITES, 2016–17

Examples include: *Artscope Magazine*, Beth Israel Deaconess Medical, Blue Cross Blue Shield, Boston Celtics, *Boston Magazine*, Boston Center for the Arts, California Closets, Cell Signaling Technology, Comcast Sports New England, Country Music Association, Crane Estate, Disney, EBSCO, Electric Insurance, EMC, Ernst & Young, FEMA, Fidelity Investments, Four Seasons Hotel, Gorton's Seafood, KPMG, Mass Audubon, Massachusetts State House, Massachusetts State Police, Museum of Science, Peabody Essex Museum, PwC, PUMA, Sony, Tommy Hilfiger, United Way, Unum, WHDH TV-7 News Boston, and Windover Development.

EMPLOYMENT DATA RELATED TO INTERNSHIP SITES

Surveys and other data collected on Endicott graduates one year after they have earned their undergraduate degrees continually demonstrate a corelation between internship sites and employment.



INTERNSHIP DATA

| Number of Internships required in all majors (for traditional undergraduates) | 3 |
|---|------|
| Number of students on internship in January 2017 (120-hour) | 523 |
| Number of students on internship in summer 2017 (120-hour) | 625 |
| Number of students on full-semester internships 2016–17 | 465 |
| Number of states represented (internship sites) | . 32 |
| Number of countries represented (internship sites) | . 17 |
| Alumni involvement and internship sites | 152 |

EMPLOYEES

| Full-time faculty and teaching administration | | | |
|--|--|--|--|
| Part-time teaching faculty (traditional undergraduate) 196 | | | |
| Part-time teaching faculty (graduate/adult accelerated) | | | |
| Percentage of full-time instructional faculty with a terminal degree | | | |
| Total Number of Employees | | | |
| Full-time | | | |
| Part-time | | | |
| Total head count | | | |

DIRECT IMPACT ON THE LOCAL ECONOMY

The following values are based on fiscal year 2017, ending June 30, 2017. Please note that the calculations listed here are actual measurements and do not include an economic multiplier.

| Payroll – total compensation paid Taxes paid to the Commonwealth of Local purchases – supplies, equipm | \$2.4 million . \$21.8 million | |
|--|--|----------------|
| Utilities – gas, electric, oil, sewage, water | | |
| Estimated expenditures of students who live on campus ¹ | | \$8.0 million |
| Estimated expenditures of parents, alumni, and other College visitors ² | | \$4.7 million |
| 9 | Subtotal | \$81.0 million |
| (| Capital projects paid to Massachusetts companies | \$9.8 million |
| ī | \$90.8 million | |
| Cash and in-kind gifts donated to the | \$1.2 million | |

Student expenditures based on average of \$3,324 per year per full-time student. Estimated expenses include \$1,275 for books, \$1,000 for transportation, and \$1,000 for personal/miscellaneous spending.

COMMUNITY SERVICE

| Total number of community service hours | 20,388 |
|---|-------------|
| Dollar value of donated community service hours ¹ | . \$609,179 |
| Total number of students participating in service | 1,347 |
| Percent of the Endicott student body participating in community service | 50% |
| State average ² | 28% |
| National average ² | 25% |
| Funds raised from various community service projects | . \$80,488 |

¹ Source: Bureau of Labor Statistics, http://theindependentsector.org

Based on a conservative estimate of 197,417 visitors per year spending an estimated average of \$23.84 on goods and services in the local economy.

² Source: Corporation for National Community Service

ENDOWMENT

| | (at time of reporting) | |
|---------------------|------------------------|----------------|
| as of June 30, 2015 | | \$64.8 million |
| as of June 30, 2014 | | \$62.2 million |
| as of June 30, 2013 | | \$51.5 million |
| as of June 30, 2012 | | \$44.9 million |
| as of June 30, 2011 | | \$38.7 million |
| as of June 30, 2010 | | \$31.2 million |
| as of June 30, 2009 | | \$21.1 million |
| as of June 30, 2008 | | \$25.2 million |



INSTITUTIONAL ADVANCEMENT

The Office of Institutional Advancement raises funds from a variety of the College's constituencies—alumni, parents, friends, employees, corporations, and foundations. Private support given to the College helps in funding academics, financial aid, library resources, scholarships, faculty, athletic programs, campus facilities, and the endowment.

| Total philanthropic contributions, FY 2016–2017 | \$3,090,656 |
|---|-------------|
| Total Annual Fund contributions, FY 2016–2017 | \$1,320,855 |
| Number of alumni donors | 2,807 |
| Number of parent donors | 2,245 |

CAMPAIGN UPDATES

AS OF JUNE 30, 2017

Opening Doors Scholarship Campaign\$5.3 million raised toward \$15.0 million goal

ALUMNI

In FY 2016–2017, the Endicott College Alumni Association hosted 1,534 guests at 62 alumni events around the world. Alumni play an active role with the College through career panels, mentoring, business case studies, internship sites, and much more.

| Number of living alumni | 751 |
|--|-----|
| Number of international alumni | 416 |
| Countries represented | 106 |
| Number of Malden Hospital School of Nursing alumni | 726 |



ATHLETICS

Endicott has participated in NCAA Division III athletics since 1993.

| Athletic teams – intercollegiate (men's/women's/mixed) 10/10/1 Athletic teams – club level (men's/women's) 2/4 |
|--|
| Intercollegiate Student Athletes (2016–17) |
| Men/women |
| Academic All-Conference athletes |
| Athletic All-Conference athletes |
| Athletic All American (2016–17/all time) |
| Conference major award winners (2016–17) |
| CoSIDA ¹ Academic All Americans (2016–17/all time) |
| CoSIDA ¹ Academic All-District (2016–17/all time) |
| Intercollegiate head coaches (full-time/part-time) |
| Certified athletic trainers 5 |
| Certified strength and conditioning coaches |
| NCAA appearances (2016–17/all time) |
| NCAA appearances past first round |
| ¹ College Sports Information Directors of America |

CONFERENCE AFFILIATIONS

Commonwealth Coast Conference (primary), Colonial Hockey Conference, Colonial Coast Rugby Conference, Intercollegiate Horse Show Association, New England Collegiate Conference, U.S. Rowing

| 1 | THI | FTIC | FA | CIII | rifs |
|---|-----|------|----|------|------|
| | | | | | |

| Bourque Arena | 40,000 square feet, 1,000 spectators |
|----------------------------|--|
| Hempstead Stadium arti | ficial turf, resurfaced in 2014, 3,000 spectators |
| North Field | artificial turf, installed in 2012, 600 spectators |
| Post Center | 86,000 square feet |
| Field House | resurfaced in 2016, 16,284 square feet |
| Fitness Center | 2,400 square feet |
| McDonald Gymnasium | 1,200 spectators |
| Softball Field new infield | d in 2015, new fencing in 2016, 500 spectators |
| Tennis Courts | resurfaced in 2015, 6 courts, 50 spectators |

INTERNET PRESENCE

| College website http://www.endicott.edu |
|--|
| Mobile apps http://m.endicott.edu |
| Athletics website http://www.ecgulls.com |
| Social media endicott.edu/socialmedia |
| The College and many of its departments can be found on social media sites including Facebook, |
| Flikr, Instagram, LinkedIn, TumbIr, Twitter, and YouTube. |

TUITION – ACADEMIC YEAR 2017–2018

| Traditional U | nder | grad | uate | Progra | ams |
|---------------|------|------|------|--------|-----|
|---------------|------|------|------|--------|-----|

| Traditional Undergraduate Programs | |
|---|--|
| Tuition | |
| Room and Board (standard)\$14,900 | |
| Fees | |
| Total | |
| Van Loan School | |
| Undergraduate Programs\$359/credit | |
| ESL Level 0, 1, 2, 3 (Boston campus) | |
| ESL Level 4 and 5 (Boston campus) | |
| Graduate Programs | |
| M.Ed | |
| M.B.A., M.S. in Information Technology | |
| M.F.A. and M.A. in Interior Architecture, M.S. in Nursing | |
| M.S. in Homeland Security Studies | |
| Applied Behavior Analysis Certificate | |
| Autism Certificate | |
| Ed.D. in Educational Leadership (tuition) | |
| Ed.D. in Educational Leadership (curricular fee) | |
| Ph.D. in Applied Behavior Analysis | |
| Ph.D. in Nursing | |
| Doctoral Continuation Fee \$1,200/semester | |

THE CAMPUS

WAX ACADEMIC CENTER PROJECT

Over the next three and a half years, Endicott will replace the Wax Academic Center with two new academic buildings totaling approximately 110,000 square feet. The project will include demolition of the existing structure, with new construction in two phases to create two interconnected buildings that will house the traditional undergraduate college, a new 1,000-seat auditorium and the Van Loan School.

CLASSROOMS (MAIN CAMPUS)

| Lecture classrooms | 41 |
|---|-----|
| Specialty classrooms (program-specific, e.g. ceramics studio) | 29 |
| Seminar rooms | 15 |
| Laptop classrooms | . 6 |
| Computer labs | . 5 |
| Nursing labs | |
| Science labs | . 8 |
| Other specialty labs (e.g. education, fitness) | |
| Auditoriums, theaters | . 6 |
| Mediated classrooms with fixed technology enhancements | 94 |
| Mediated classrooms with portable technology enhancements | 11 |



SUSTAINABILITY

In 2016, Endicott earned a Silver Rating for our first Sustainability Tracking Assessment and Rating System (STARS). In addition the College was recognized as one of the *Princeton Review's* 2016 Green Colleges and placed 16th in the 2017 national Recyclemania competition.

Waste Reduction and Recycling

| Waste diversion rate (recycling and food waste) | 63% |
|---|------|
| Construction waste recycled | 89% |
| Yard waste composting | 100% |
| Food waste composted | 100% |
| Trayless cafeteria waste reduction | 30% |

Sustainability Efforts

Comprehensive recycling program (paper, plastic, aluminum, tires, lamps, and batteries)

Comprehensive controls on heat, air conditioning, and lighting

Green roof on Manninen Center for the Arts

High efficiency building standard for new heating and air conditioning

Integrated pest management

Local, vegetarian, and sustainable food options

Low-flow (water) toilets, sinks, and showers

Organic vegetable gardens

Retrofitted lighting

Solar covered parking lot

Solar covered roof on ice rink

Storm water retention and treatment

Sustainability majors (environmental science), minors, and internships available

Zipcar on campus, campus shuttle available

Energy

Gr

| 07 | |
|---|----|
| On-site solar facilities | 2 |
| On-site solar facility size (total) | W |
| Electricity savings from solar power generation | % |
| Number of buildings with energy efficiency improvements | 20 |
| High efficiency laundry appliances | % |
| rounds | |
| Organically managed landscaped grounds | % |



Solar panels on the Bourque Arena



MISSELWOOD EVENTS EVENT AND CONFERENCE FACILITIES ON ENDICOTT'S MAIN CAMPUS

| Endicott's main campus offers 140,000 square feet of meeting space. Highlights include: |
|---|
| Auditoriums/theaters |
| Year-round meeting rooms |
| Largest classroom capacity |
| Largest banquet capacity (academic year) |
| Largest banquet capacity (summer) |
| Largest theater capacity |
| Largest reception capacity |
| Largest special event capacity (concerts, speakers, sporting) |
| On-site catering (three exclusive caterers for social events) available |
| Seasonal oceanfront tent (heated/air cooled, 4,500 square feet) |
| Social event venues |
| Summer residential accommodations up to 800 |
| Wireless internet access |
| Endicott's Misselwood Estate has received the following honors: |
| The Knot's "Best of Weddings" |
| The Knot's "Best of Weddings" Hall of Fame |
| Wedding Wire's "Couple's Choice Award" |
| Misselwood Events has received the following recognition: |
| One-Stop Certified by ACCED-I |
| (Associations of Collegiate Conference and Event Directors – International) |
| |





WYLIE INN AND CONFERENCE CENTER

| Meeting space |
|--|
| Buildings (fully connected under one roof) |
| Meeting rooms |
| Auditorium seating |
| Ocean-view banquet capacity |
| The Inn |
| Fountain Café and Bar capacity |
| Accredited by the International Association of Conference Centers (IACC) |

LIBRARY

| Print, media, and course reserve holdings | 4,889 |
|---|-------|
| Electronic books | 9,780 |
| Volumes available through NOBLE * | 5,720 |
| Online library databases available | 175 |
| Periodicals: electronic access | 3,448 |
| Circulation during academic year | 9,274 |
| Interlibrary Loans: items loaned 5 | 5,139 |
| Interlibrary Loans: items received | 2,267 |
| * North of Boston Library Exchange | |

^{*} North of Boston Library Exchange

DINING

| On-campus dining areas (Sodexo-run venues, Einstein Bros.) |
|---|
| Local businesses accepting Endicott Gull Card |
| Gull Card sales at area businesses (FY 2016–2017) \$401.453 |

ENDICOTT PUBLIC SAFETY

| Divisions | Campus Police, Campus Safety |
|------------------------------|--|
| Types of officers | Sworn (full law enforcement authority) and Non-sworr |
| Hours of operation | 24/7/365 |
| Full-time/part-time officers | |
| Types of patrol | foot, bike, four-wheeler, auto |

Safety Programs/Services

Alcohol safety and prevention

Crime prevention

On-campus safety escorts

Rape Awareness Defense (RAD)

Surveillance camera system

First Year Experience programming/safety education

The Clery crime statistics are available at www.endicott.edu/crimestats

TECHNOLOGY SERVICES

Cable television by DIRECTV/Campus Televideo, HD available

Google apps for education – collaboration in an electronic environment

One Card ID system

(dining on and off campus, library, campus/building access, vending and laundry services)

Technology Support Help Desk

Partnerships with Micros Northeast, e-Academy, and Apple

Printing stations and copy center available

Wireless access in all buildings on campus via more than 800 interior and exterior access points Internet connections total more than 5.5 gigabytes per second

ACADEMIC TECHNOLOGY SERVICES

Academic software licensing, installation, and support

Canvas learning management system

Computer labs and mediated classroom maintenance and support

Cyber café (open 24/7)

Digital Media Center - HD video production studio

Instructional technology training and support

Instructional design support for faculty

Media Services

Mobile device management and support

285 PCs and Macs available for general student use

ACADEMICS



ACADEMIC SCHOOLS IN THE UNDERGRADUATE COLLEGE

Arts and Sciences
Business
Communication
Education
Hospitality Management
Nursing
Sport Science and Fitness Studies
Visual and Performing Arts

DEGREE PROGRAMS OFFERED IN THE UNDERGRADUATE COLLEGE

Bachelor of Arts (B.A.)

English, History, International Studies, Liberal Studies, Liberal Studies/Education

Bachelor of Fine Arts (BFA)

Art Therapy, Graphic Design, Interior Design, Photography, Studio Art

Bachelor of Science (B.S.)

Accounting, Applied Mathematics, Athletic Training, Bioengineering, Biology and Biotechnology, Business Management, Communication, Computer Science, Criminal Justice, Digital Media, Engineering*, Entrepreneurship, Environmental Science, Exercise Science, Finance, Hospitality Management, Hotel Management, International Business, Marketing, Marketing Communication/Advertising, Mathematics, Nursing, Physical Education Teacher Licensure, Political Science, Psychology, Sport Management

^{*} Approved by the Massachusetts Board of Higher Education. Pending approval by the New England Association of Schools and Colleges



GRADUATE DEGREE PROGRAMS

Offered through the Van Loan School at Endicott College

Doctor of Education (Ed.D.)

Educational Leadership

Doctor of Philosophy (Ph.D.)

Applied Behavior Analysis, Nursing

Master of Arts (M.A.) and Master of Fine Arts (MFA)

Interior Architecture

Master of Business Administration (MBA)

Offered in a number of formats and concentrations

Master of Education (M.Ed.)

Multiple specializations with teacher licensure and non-licensure options

Master of Science (M.S.)

Homeland Security Studies, Information Technology, Nursing

ADULT UNDERGRADUATE DEGREE PROGRAMS

Offered through the Van Loan School at Endicott College

Associate in Arts (A.A.)

Liberal Studies

Associate in Science (A.S.)

Business, Computer Science, Criminal Justice, Hospitality, Integrated Studies

Bachelor of Arts (B.A.)

Liberal Studies, Liberal Studies/Education

Bachelor of Science (B.S.)

Business Management, Criminal Justice, Liberal Studies, Nursing, Psychology

PROGRAMS AT THE VAN LOAN SCHOOL

The Van Loan School of Graduate and Professional Studies offers programs in multiple locations, delivery methods (online, hybrid, and traditional classroom sessions), and a variety of class schedule options. Please consult the website for more information: www.endicott.edu/vanloan.



ACADEMIC RESOURCES

Services

Academic Technology, Advising Services Center, Disability Services, Library Reference, Student Support Center, Tutoring Center, Writing Center

| Tutoring services accreditation ¹ | . C.R.L.A. |
|--|------------|
| Level 1 certified peer tutors (regular) | 44 |
| Level 2 certified peer tutors (advanced) | 11 |
| Level 3 certified peer tutors (master) | 1 |

¹ College Reading and Learning Association

ASSESSMENT

First-time Pass Rates on External Examinations ¹

| Athletic Training; Board of Certification Examination |)% |
|---|----|
| Nursing: | |
| National Council Licensure Examination 1 | % |
| Family Nurse Practitioner ANCC and AANP Examinations | |
| (American Nurses Credentialing Center and American Association of Nurse Practitioners) 92 | 2% |
| Education: | |
| Massachusetts Test of Educator Licensure |)% |
| | |

¹ Final pass rate for all exams: 100%

TRADITIONAL UNDERGRADUATE CLASSROOM EXPERIENCE

Excluding internships, independent studies, clinicals, practicums, and online courses:

| Average class size | . 17.7 |
|---------------------------|------------|
| Classes under 40 students | 100% |
| Classes under 30 students | . 95% |
| Classes under 20 students | . 59% |
| Student:faculty ratio | . 13:1 |

VAN LOAN SCHOOL CLASSROOM EXPERIENCE (ADULT LEARNERS)

Excluding internships, independent studies, clinicals, practicums, and online courses:

| Average class size, United States based undergraduate programs | 7.9 |
|--|------|
| Average class size, United States based graduate programs | . 11 |

EDUCATION ABROAD

| Full-semester study/internships abroad (2016–17) | 17 |
|--|----|
| Short-term programs (2016–17) | 98 |
| Education abroad participation rate | % |

Students studied abroad in the following locations in 2016-17:

Australia, Bermuda, Canada, China, Costa Rica, Czech Republic, Denmark, England, France, Germany, Greece, Holland, Hong Kong, Ireland, Italy, Japan, Mexico, New Zealand, Panama, Peru, Singapore, South Africa, Spain, Switzerland, Thailand, The Netherlands

ROTC

Army – through host institution, MIT – Paul Revere Battalion Member institutions: Endicott College, Gordon College, Gordon-Conwell Theological Seminary,

Harvard University, Massachusetts Institute of Technology, Leslie University, Salem State University, Tufts University, and Wellesley College

MILITARY AND VETERAN STUDENTS

U.S. News and World Report ranked Endicott as one of the Best Colleges for Veterans.

Endicott is a Service Member's Opportunity College (SOC).

Endicott participates in the Yellow Ribbon Program and makes tuition assistance programs available for active military and families.

Military students may take the three-credit course, Strategies for Transition, Academia, Re-adjustment, and Success (STARS)

INSTRUCTIONAL LOCATIONS

| Main campus | Beverly, Massachusetts |
|--|--------------------------------------|
| Academic sites | Boston and Gloucester, Massachusetts |
| Other instructional sites in New England | |
| International sites: | |

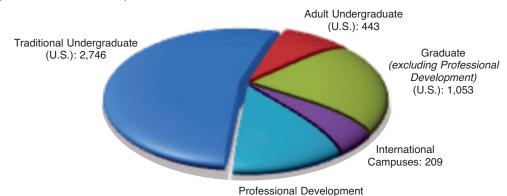
Devonshire, Bermuda; Prague, Czech Republic; Madrid, Spain; Leysin, Switzerland; Bangkok, Thailand

16

OUR STUDENTS

INSTITUTIONAL ENROLLMENT

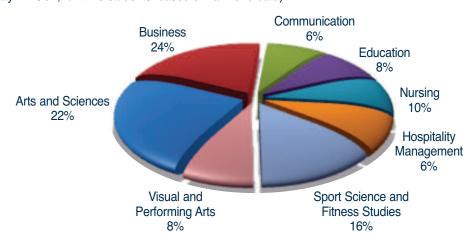
(Based on fall 2016 data)



(U.S.): 599

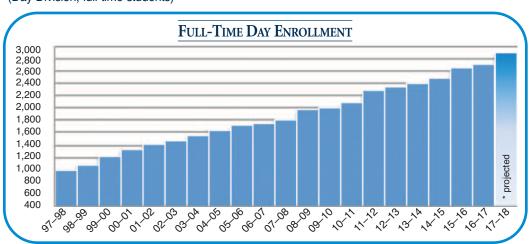
UNDERGRADUATE ENROLLMENT BY ACADEMIC SCHOOL

(Day Division, full-time students: based on fall 2016 data)



ENROLLMENT: TRADITIONAL UNDERGRADUATES

(Day Division, full-time students)



DEMOGRAPHICS OF TRADITIONAL UNDERGRADUATES

(Day Division, full-time students, based on fall 2016 data)

| Full-time students | 2,720 |
|------------------------------------|---------------------------------|
| Average age | 19 |
| Gender mix (female/male) | 61%/39% |
| From Massachusetts | 47% |
| From other New England States | 38% |
| From outside New England | 15% |
| Nonresident alien (temporary visa) | 3% |
| Other international ¹ | |
| % Minority | |
| States represented | |
| Countries represented ¹ | |
| Top countries | . Spain, Canada, United Kingdom |
| | |

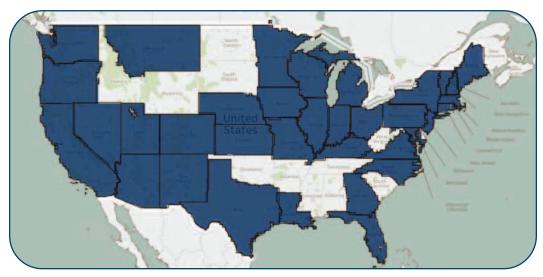
¹ Includes temporary visas, resident aliens, dual citizens, and students living abroad

RACE AND ETHNICITY OF TRADITIONAL UNDERGRADUATES

(Day Division, full-time students, based on fall 2016 data, self-identified)

| Nonresident alien | 2.6% |
|----------------------------------|-------|
| Hispanic/Latino | 3.4% |
| American Indian/Alaska Native | 0.2% |
| Asian | 1.1% |
| Black or African American | 1.5% |
| Native Hawaiian/Pacific Islander | 0.1% |
| White | 85.1% |
| Two or more races | 1.5% |
| Unknown | 4.5% |
| | |

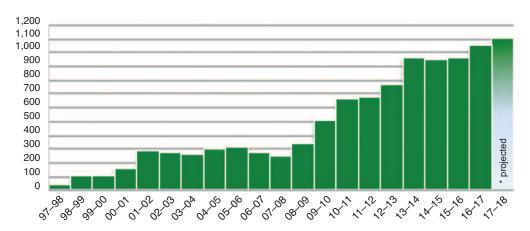
STATES REPRESENTED BY TRADITIONAL UNDERGRADUATES



Note: Alaska and Puerto Rico are represented in our student population but are not shown on this map

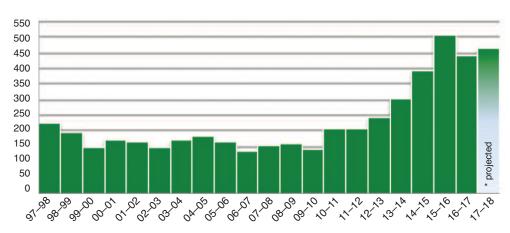
GRADUATE STUDENT ENROLLMENT – IN THE UNITED STATES

VAN LOAN SCHOOL, STUDENTS SEEKING GRADUATE DEGREES



ADULT UNDERGRADUATE ENROLLMENT – IN THE UNITED STATES

VAN LOAN SCHOOL, ADULT STUDENTS SEEKING UNDERGRADUATE DEGREES



VAN LOAN SCHOOL DEMOGRAPHICS

Fall 2016, excludes non-degree students enrolled exclusively in professional development courses

| | Graduate Students (U.S.) | Undergraduate Students (U.S.) | International Campuses |
|----------------------------------|-----------------------------|----------------------------------|---------------------------|
| Total Headcount | 1,053 | 443 | 209 |
| Average Age | 32 | 31 | 26 |
| Gender Mix (female/male) | 67%/33% | 69%/31% | 48%/52% |
| Nonresident Alien | 2% | 1% | n/a |
| Other International ¹ | 4% | 8% | n/a |
| Minority | 10% | 25% | n/a |
| States Represented | 35 | 21 | n/a |
| Countries Represented | 21 | 17 | n/a |

¹ Includes temporary visas, resident aliens, dual citizens, and other students from abroad

VAN LOAN SCHOOL RACE AND ETHNICITY

| Fall 2016 | Graduate Students (U.S.) | Undergraduate Students (U.S.) |
|----------------------------------|-----------------------------|----------------------------------|
| Nonresident alien | 1.5% | 0.7% |
| Hispanic/Latino | 4.1% | 13.1% |
| American Indian/Alaska Native | 0.0% | 0.5% |
| Asian | 2.0% | 1.1% |
| Black or African American | 2.8% | 9.0% |
| Native Hawaiian/Pacific Islander | 0.0% | 0.2% |
| White | 79.6% | 61.2% |
| Two or more races | 1.0% | 0.5% |
| Unknown | 9.0% | 13.7% |

OUTCOMES FOR TRADITIONAL UNDERGRADUATES

RETENTION RATE

| (Full-time, first year to second year, baccalaureate) | |
|--|-----|
| Freshmen entering 2015, returning 2016 | 86% |
| National average – private, non-profit, four-year institutions (U.S.) ¹ | 80% |

¹ Source: National Center for Education Statistics

SIX-YEAR BACCALAUREATE GRADUATION RATE - 2010 ADMITS

| Six-year graduation rate | % |
|--|---|
| Male | % |
| Female | % |
| Pell Grant recipients | % |
| Subsidized Stafford Loan and Pell Grant recipients | % |
| Subsidized Stafford Loan recipients, without Pell Grant | % |
| National average – private, non-profit, four-year institutions (U.S.) ¹ | % |

¹ Source: National Center for Education Statistics

OUTCOMES FOR THE VAN LOAN SCHOOL

PERSISTENCE RATES

| Adult students who enter and re-enroll within one year |
|--|
| Van Loan U.Sbased undergraduate students |

| Van Loan U.Sbased master's students | . 94% |
|---|-------|
| Van Loan U.Sbased doctoral students | . 81% |
| Van Loan international-based undergraduate students | 100% |
| Van Loan international-based graduate students | . 92% |

COMPLETION RATES

| Adul | t stuc | lents | who | ente | r and | comp | let | e a | t any | time |
|------|--------|-------|-----|------|-------|------|-----|-----|-------|------|
|------|--------|-------|-----|------|-------|------|-----|-----|-------|------|

| Van Loan U.Sbased undergraduate students | 61% |
|---|-----|
| Van Loan international-based undergraduate students | 59% |
| Van Loan U.Sbased master's students | 87% |
| Van Loan international-based master's students | 83% |

DEGREES AWARDED

| Associate degrees awarded (FY 2016–17) | |
|--|--|
| Baccalaureate degrees awarded (FY 2016–17) 603 | |
| Master's degrees awarded (FY 2016–17) | |
| Doctoral degrees awarded (FY 2016–17) | |
| Total | |

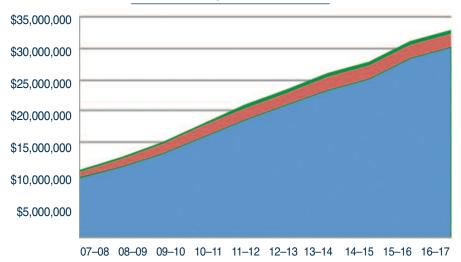
STUDENTS ON FINANCIAL AID

(Fall 2016 data)

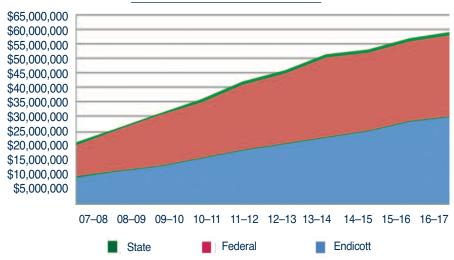
| Percent of traditional undergraduate students receiving any financial aid | 89% |
|---|-------|
| Average aid package (all sources) | 1,512 |
| Percent of students receiving institutional (Endicott) aid | 86% |
| Average cumulative loan debt upon graduation (all loans) | 1,901 |
| Cohort default date (federal loans) | 2.2% |
| National average cohort default rate ¹ | 11.3% |

¹ Source: U.S. Department of Education

SCHOLARSHIPS/GRANTS AWARDED



TOTAL FINANCIAL AID AWARDED



CAREER DATA

(Traditional undergraduates who graduated in 2016)

| Career Outcomes Rate 1 |
|---|
| Employed full-time within 12 months |
| Found employment through internship site or contact |
| Employment related to major90% |
| Continuing education |
| Seeking employment |

Percent of graduates who are employed full- or part-time, volunteering, serving in the armed forces, or continuing their education

CAREER & POSTGRADUATE EDUCATION DATA

Based on Endicott's survey of 2016 graduates and other sources - 76% knowledge rate

| Employed Full-time | Pursuing Further Education |
|-----------------------|---|
| 75% | 27% |
| 65% | 32% |
| 82% | 21% |
| 80% | 5% |
| 67% | 74% |
| 87% | 11% |
| 96% | 26% |
| 56% | 35% |
| 80% | 13% |
| | Full-time 75% 65% 82% 80% 67% 87% 96% 56% |

Note: Percentages may exceed 100% as some graduates report being employed full-time and being enrolled in graduate study.

Notable graduate and professional schools attended by Endicott graduates include:

Art Institute of California, Auburn University, Austin Peay State University, Babson College, Boston Architectural Center, Boston University, Culinary Institute of America, Fairfield University, Frank Lloyd Wright School of Architecture, Georgetown University, Hilbert College, Johns Hopkins University, London School of Economics, New England School of Law, Northeastern University, Quinnipiac School of Law, Parsons School of Design, Sherman College of Chiropractic, School of the Art Institute of Chicago, St. John's University, Suffolk University Law School, Tufts Medical School, Tufts School of Veterinary Science, University of Connecticut, University of Nevada Las Vegas, Van Loan School at Endicott College, West Virginia State University

ADMISSION DATA

TRADITIONAL UNDERGRADUATE FRESHMAN CLASS ENTERING IN FALL 2017

Statistical projections based on data available in August 2017

| Applications | ,838 |
|-----------------------------------|------|
| Offers of admission | ,039 |
| Percent offered admission 7 | 79% |
| Enrolled (freshmen and transfers) | 834 |
| Enrolled/Accepted | 27% |
| Average SAT (optional) | 1144 |
| Average secondary school GPA | 3.2 |
| Average TOEFL (internet based) | . 90 |
| Gender mix: | |
| Female 6 | 63% |
| Male 3 | 37% |



